

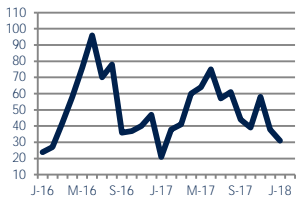
Focus On: Potomac Housing Market

January 2018

Zip Code(s): 20854

Units Sold

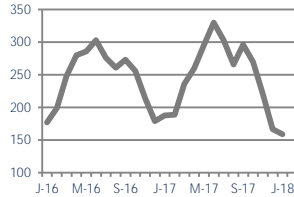
31



Up
Vs. Year Ago

Active Inventory

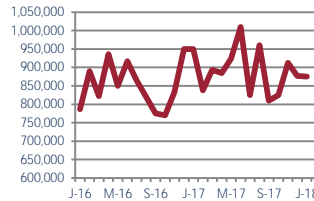
159



Down -15%
Vs. Year Ago

Median Sale Price

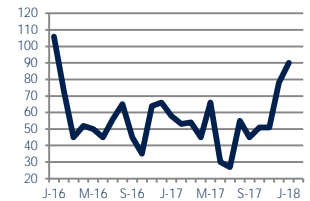
\$875,000



Down -8%
Vs. Year Ago

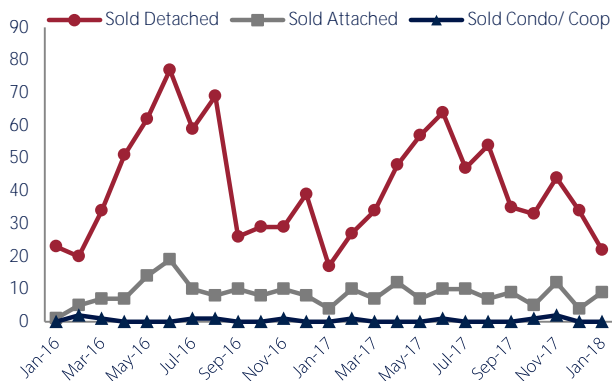
Days On Market

90



Up
Vs. Year Ago

Units Sold*



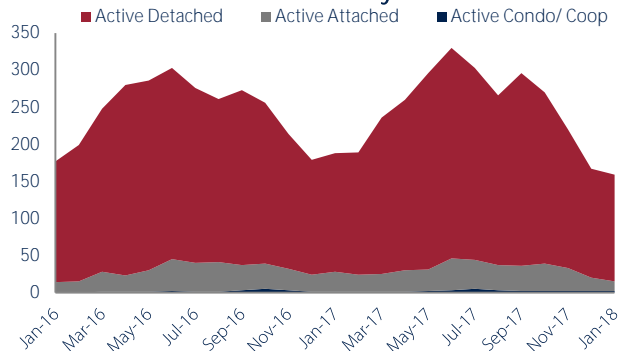
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 31 sold this month in Potomac. This month's total units sold was higher than at this time last year, an increase from January 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 15%. The total number of active inventory this January was 159 compared to 188 in January 2017. This month's total of 159 is lower than the previous month's total supply of available inventory of 167, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Potomac Homes was \$950,000. This January, the median sale price was \$875,000, a decrease of 8% or \$75,000 compared to last year. The current median sold price is approximately the same as the median price in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



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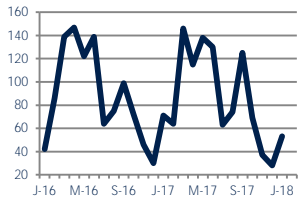
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January 2018

Zip Code(s): 20854

New Listings

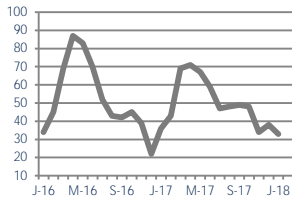
53



Down -25%
Vs. Year Ago

Current Contracts

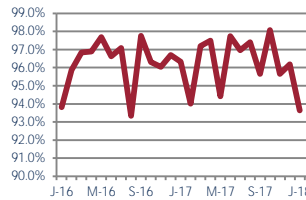
33



Down -8%
Vs. Year Ago

Sold Vs. List Price

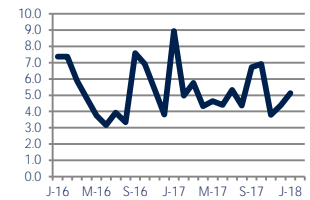
93.6%



Down -2.8%
Vs. Year Ago

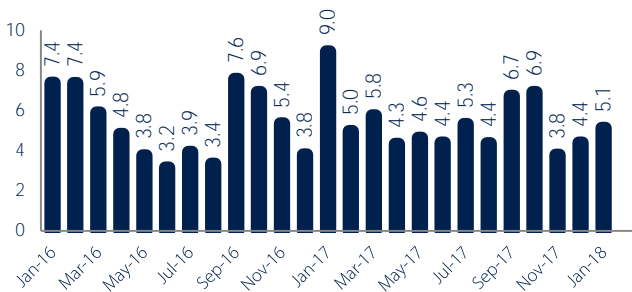
Months of Supply

5.1



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

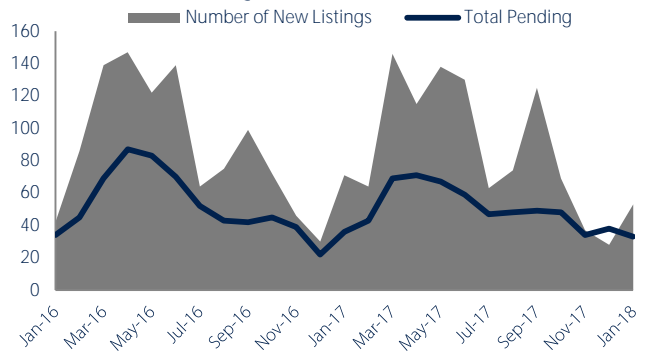
In January, there was 5.1 months of supply available in Potomac, compared to 9.0 in January 2017. That is a decrease of 43% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

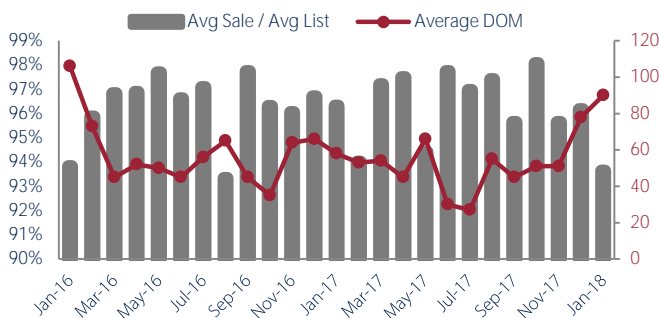
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in Potomac compared to 71 in January 2017, a decrease of 25%. There were 33 current contracts pending sale this January compared to 36 a year ago. The number of current contracts is 8% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Potomac was 93.6% of the average list price, which is 2.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 90, higher than the average last year, which was 58. This increase was impacted by the limited number of sales.

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